



### Robert C. Grace, Selected Qualifications:

- ?? Strategy Development and Market Analysis: the development of renewable energy and green power market strategy development, either developing and implementing all or part of business plans for wholesale generation companies, retail marketers, aggregators and wind and solar developers. Analysis of market opportunities and barriers for renewable power projects, developers and technologies.
- ?? Green Power Product Development and Pricing: analyzing, creating and pricing green power product offerings for wholesale generation companies, retail energy service providers and aggregators. Groundbreaking exploration of tapping the hedge value of renewable energy sources.
- ?? Renewable Energy Supply: assessing market potential; strategic and competitive analysis; development of competitive procurement programs and solicitations; and proposal evaluation for several wholesale and retail buyers and sellers of renewable power. Leading or supporting contract negotiations, between and among developers, generators, wholesalers, retailers, aggregators, involving a renewable generation technologies such as wind, landfill gas, solar, and hydroelectric suppliers.
- ?? Business Infrastructure Development: developing business models and metrics for wholesale and retail green power programs, in addition to assisting with setup of competitive market retail delivery infrastructure and the design of tradable renewable energy credit systems.
- ?? Green Power Certification & Rating: playing a critical role in establishing Green-e certification standards for competitive electricity offerings in New England (as a member of the New England Green-e Advisory Committee) and national certification standards for Tradable Renewable Credits; providing extensive technical support in developing an environmental rating program for retail electricity offerings (the Pace Power Scorecard).
- ?? Public Policy Analysis and Development: providing policy and technical analysis and strategic support for public sector renewables policy mechanisms, including: authoring a variety of policy white papers on design options for the Massachusetts Renewable Portfolio Standard, as well as assessing its market impacts, costs and environmental impacts; evaluating opportunities, developing strategy, and designing programs for several state renewable energy funds; analyzing and shaping market rules influencing the viability of renewable resources in competitive electric marketplaces.
- ?? Transaction Facilitation, Contract Development and Negotiation Support: negotiating contracts for, or facilitating negotiations between, renewable energy buyers and sellers.
- ?? Quantitative Analysis and Modeling: Analysis of cost, market and environmental impacts of public policies such as RPS and electricity market rules; developing spreadsheet-based decision models for electricity portfolio management and product pricing.